



Solution Pricing Proposal

Proposed New Agreement

- New Agreement would be \$7,827 per month
- This Agreement includes MFP BW SVC Agreement which covers up to 500,000 Combined BW clicks per month with overages billed at .0032
- Estimated Avg. MFP BW overages – $180,359 \times .0032 = \underline{\$577.15 \text{ per month}}$
- Color MFP clicks would be billed at .038 each
- Estimated Avg. MFP Color cost – $19,220 \times .038 = \underline{\$730.36 \text{ per month}}$
- This Agreement includes PTR BW SVC Agreement which covers up to 9,000 Combined BW clicks per month with overages billed at .011 each. Color Overages on PTRs billed at .09 each
- Estimated Avg. PTR BW overages - NONE
- Estimated Avg. PTR Color cost – $703 \times .09 = \underline{\$63.27 \text{ per month}}$
- Includes removal/shipping of all old machines back to leasing company
- Includes PaperCut Solution and Card Reader Authentication which will allow Elida Schools the ability to control usage by user or building as well as lock down machines for authorized usage ONLY
- Includes setup/installation of all locations
- KM REBATE CHECK of \$10,000 to Elida Local School District

Proposed Total Average Monthly Cost - \$9,197.78 per month

This would be an increase of approx. \$400 per month or \$4,800 per year

\$10,000 REBATE check would cover the increase for the first 2 years!



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Benefits

- Improvements in ALL Areas/Better Overall Solution for your organization
- This new agreement would terminate the current agreement in place once new equipment is delivered and installed
- Increase in Document Security and System Security with Bizhub Secure
- COLOR unit in the Athletic Dept along with Booklet Creation abilities
- Booklet Creation Abilities on the Color Unit in the Administration Bldg
- All Color Units in ALL building would be the same model – easier for supplies etc.
- Cost SAVINGS for the organization while updating & improving the security/technology
- Additional Potential SAVINGS for the organization in the Athletic Dept by producing some documents and booklets internally vs. outsourcing to a printer
- Consistency of equipment across would be a huge benefit and advantage for the organization on things like supplies, parts, drivers, and service & support
- PaperCut Solution will provide Elida Local Schools with full transparency of usage by user both BW & CLR but also provide security on the devices to prevent unauthorized use and access control only for staff and those authorized. In many cases we have seen a 10-20% reduction in printing costs to school districts by utilizing the PaperCut solution.
- One LOCAL point of contact with PERRYproTECH that will handle and oversee ALL locations for ALL equipment on this agreement – Known Trusted Advisor PERRYproTECH
- \$10,000 Rebate Check from KM

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